

PHILIP MORRIS USA

INTER-OFFICE CORRESPONDENCE

120 PARK AVENUE, NEW YORK, NY 10017-5592

TO: Joe Murillo

DATE: June 17, 1996

FROM: Kathy McGrath

SUBJECT: COUNTRY JAM USA CONTRACT

Attached is a marked up copy of the contract generated for Marlboro Country Cooking's sponsorship of Country Jam USA. I received this fax back from the promoter this morning, and as you can see she has made many changes.

I know that it's a bit hard to read, so here's an outline of the changes:

- 1(b) Please add "in Country Jam USA food and beverage tokens" to first line and add a second sentence to read "Tokens to be individually counted and redeemed in check from Country Jam USA on Monday, June 24, 1996"
- 1(c) Please delete "and beverages" and add "and Pepsi beverages to be purchased from Country Jam USA."

Add last sentence to read "Country Jam USA reserves the right to approve all menu items served as to not conflict with other sponsors and/or vendors on sight."

- 1(e) Delete "and at other locations at the site of the Event"
- 1(j) Delete entire paragraph. Since this is such a late agreement, this paragraph doesn't pertain to this contract.

- 2. I already asked Ginny to revise this paragraph, but sponsorship has been raised to a total of \$11,000 with two payments of \$5,500 each.
- 3. They are questioning this because they won't just renew the agreement as is in 1997. I explained that we would negotiate attendance for 1997 and that certain terms & conditions may change which they are ok with.

Can we change the second sentence to read "Philip Morris will have the right to negotiate sponsorship if the Event is held in 1997..."? Please let me know how you feel about making this change.

- 9. Please leave as is. I cleared this up with the promoter.

As this event begins this Thursday, I need to get clean originals as soon as possible (tomorrow would be ideal).

Please call me on Ext. 3984 if you have any questions at all.

Thanks, and sorry for the rush on this.

cc:
J. Fontanez

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